

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 041950Z JUN 75
FM AMEMBASSY LA PAZ
TO SECSTATE WASHDC 6866
USDOC WASHDC

UNCLAS LA PAZ 3828

E.O. 11652: N/A

TAGS: BEXP, ETEL, BL

SUBJ: SALES OPPORTUNITY IN BOLIVIAN COMMUNICATIONS INDUSTRY

REF: (A) LA PAZ 3085 (B) LA PAZ 1100 (C) LA PAZ 1848

1. IF EMBASSY IS TO PURSUE TRADE OPPORTUNITY FOR SALE OF
SATELLITE GROUND STATION WE WILL REQUIRE MORE RAPID RESPONSE
TO OUR REQUESTS FOR INFORMATION.

ACTION REQUESTED: PLEASE REPLY TO REFTEL A SENT MAY 5.

2. ENTEL HAS NOW OFFICIALLY CALLED FOR INTERNATIONAL BIDS FOR
PURCHASE, INSTALLATION, AND TESTING OF SATELLITE GROUND STATION.
SPECIFICATIONS AND TERMS OF BIDDING PROCESS MAY BE PURCHASED
FROM ENTEL FOR 2,000 BOLIVIAN PESOS (EQUAL TO US\$ 100). PROPOSALS
MUST BE SUBMITTED BEFORE 1800 HOURS SEPTEMBER 3, TO DR. J.
ARZIENEGA, ASESORIA LEGAL TO ENTEL 7TH FLOOR, PETROLEROS
BUILDING, LA PAZ.

ACTION REQUESTED: PLEASE ADVERTISE OPPORTUNITY.

3. AS EMBASSY HAS INDICATED EARLIER (REFTEL B) ENTEL DIRECTING
NATIONAL COMMUNICATION EXPANSION WHICH HAS TWO IMMEDIATE TRADE
OPPORTUNITIES: 1) EXPANSION AND INTERCONNECTION OF MICRO-WAVE
SYSTEM NOW BEING COMPLETED BY BRITISH GENERAL ELECTRIC; 2)
GROUND SATELLITE STATION. ADDITIONAL PHASES OF BOLIVIAN
COMMUNICATIONS EXPANSION PLAN HAVE BEEN REPORTED IN OTHER
EMBASSY CABLES. ENTEL HAS CALLED ON INTERNATIONAL TELECOM-
UNICATIONS FIRMS TO REGISTER AS POTENTIAL SUPPLIERS. FIRMS
SHOULD WRITE OR HAVE LOCAL REPRESENTATIVES PRESENT THEMSELVES

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TO ENTEL AT CASILLA 4450, LA PAZ. EMBASSY STRONGLY SUGGESTS

THAT FIRMS OBTAIN LOCAL REP. ACTION REQUESTED: PLEASE ADVERTISE
THIS OPPORTUNITY.

4. ON TRADE PROMOTION SUGGESTED REFTEL C EMBASSY CONTINUES TO
BELIEVE THAT THERE IS "REASONABLY GOOD CHANCE" THAT U.S. FIRMS
CAN SELL SATELLITE GROUND STATION TO BOLIVIA FOR WHAT LOOKS
TO US TO BE US\$ 5 MILLION DEAL. PROMOTION WAS SEEN AS WAY OF
GETTING FOOT-IN-DOOR FOR U.S. INDUSTRY. WITH 150TH ANNIVERSARY
OF BOLIVIAN INDEPENDENCE ONLY TWO MONTHS OFF LITTLE TIME FOR
ACTION REMAINS.

ACTION REQUESTED: PLEASE INDICATE WHETHER PROMOTION STILL
UNDER ACTIVE CONSIDERATION.

STEDMAN

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